

Judy Teske

Versatile, innovative, people-oriented professional with proven track record in department management, cross-functional project management, marketing, and business operations. Demonstrated ability to drive leading-edge technology-based solutions. Accomplished in gaming, medical device, biotech, and high tech sectors in US and global markets. Excel in fast paced, entrepreneurial environments in companies ranging from large multinational organizations to smaller startup enterprises. Highly regarded for ability to identify and resolve problems and to work effectively with personnel at all levels.

- ◆ *Complex project management*
- ◆ *Regulated industries*
- ◆ *Process and strategy development*
- ◆ *Bringing innovative new products to market*
- ◆ *Developing international markets*
- ◆ *Manufacturing: in-house and contract*
- ◆ *Departmental and cross functional management*
- ◆ *Strong coaching and communication skills*

Work Experience

Vice President of Program Management

J-Pac Doyen Medipharm May 2009 - present

J-Pac Doyen Medipharm is a world leader in medical contract manufacturing and in the production of manufacturing machines for the pharmaceutical and medical industries.

Responsibilities: Implement and oversee the program and project management functions within the company. Plan and implement new products into manufacturing. Work directly with customers and sales personnel to understand customer requirements and integrate them effectively into manufacturing. Develop quotations and negotiate contracts to achieve schedule and financial objectives. Also responsible for Quality and Regulatory for the company which includes all such things as internal and external audits, Corrective and Preventive Actions (CAPA's), Nonconformances (NCR's), validation protocols and reports, qualification plans (IQ/OQ/PQ), and document control. Manage and develop personnel.

Math and Science Teacher

Clark County School District October 2008 – May 2009

Clark County Nevada

Responsibilities: Teach math and science at high school and middle schools in the district.

Director of Product Management

Rocket Gaming Systems February 2008 – October 2008

Rocket provides Entertainment Software and Electronic Player Stations to the Gaming Industry

Responsibilities: Lead the Product Management team in the day-to-day execution of the product strategy charter. Monitor products through the development life cycle. Provide direction and coaching to the Product Strategy team for generating revenue models, gathering and prioritizing customer requirements, developing advertising materials, preparing and maintaining market requirements documents that accurately summarize the product objectives and specifications, and directing product launches. Make appropriate product recommendations based on the results of market research and analysis. Develop roadmaps and strategic plans. Coach and develop staff – provide ongoing ad-hoc and formal feedback to direct reports. Develop and manage the department annual budget. Establish and maintain relationships with customers, competitors, suppliers, and other industry representatives.

Representative Achievements:

- ◆ Market launch of a new platform following technology acquisition and integration
- ◆ Roadmap and market analysis of emerging markets
- ◆ Hired staff including product strategy, marketing, and game analysis

Director of Engineering

Sartorius Stedim Biotech (formerly Integrated Biosystems d.b.a. Stedim Biosystems, a Stedim Company) 2003 - 2007

\$120M leading supplier of equipment and single-use systems for manufacturing biopharmaceuticals and vaccines.

Responsibilities: Transition emerging technologies from research to saleable products. Define product specifications for these new products. Provide overall management for new product development including embedded and application software and hardware. Manage external contracts with vendors/design firms to expand technical capabilities. Provide direction and leadership to cross-functional program development teams including members from product development, engineering, product marketing, service, quality, operations, and materials management. Manage manufacturing and delivery of production scale and lab scale equipment to customers. Provide primary point of contact for sales representatives and for customer technical communication worldwide. Manage departmental and project budgets.

Representative Achievements:

- ◆ Developed and launched a new product line which included eight different products. In production.
- ◆ Defined and developed product line extensions including European versions and pilot scale equipment.
- ◆ Defined and implemented a product development procedure for the company.
- ◆ Following acquisition, transferred projects from the parent company into my group.
- ◆ Established and grew the sustaining engineering group.

Strategic Marketing / Business Manager, Advanced Systems Technology

Micron Technology 2000- 2003

Micron Technology, Inc. is one of the world's leading manufacturers of semiconductors.

Responsibilities: Determine market requirements and attractiveness for emerging technologies and potential new products utilizing those technologies. Define the product specifications, and work with research and development during development. Responsible for worldwide product launches. Accountable for revenue and profit. Create financial analysis including cost/price and forecasts. Serve on several university industry advisory boards.

Representative Achievements:

- ◆ Lead worldwide market launch of a high volume semiconductor product. Involved cross-functional management of various internal departments, coordination with several other companies, and engaging end-use customers. Annual revenue \$10M.
- ◆ Developed and managed license agreements and customer relationships for intellectual property.
- ◆ Accountable for new facility design with a team including architect, building owner, general contractor. Project budget \$2M. Completed ahead of schedule and under budget.
- ◆ Responsible for emerging technology strategy and product positioning

Research and Development Department Manager / Staff Project Manager

Mallinckrodt 1997- 2000

Mallinckrodt, now part of Tyco Healthcare, manufactures and markets medical products.

Responsibilities: Lead medical product development including electromechanical ventilator hardware, embedded software, and application software. Responsible for functional department management as well as management of cross-functional project teams. Products sold worldwide. Annual department budget \$3M.

Representative Achievements:

- ◆ Completed development and worldwide market release of a complex electromechanical product including the FDA approval cycle.
- ◆ Managed the development and market release of two Windows software application products. Product market release coordinated with the hardware product release.
- ◆ Managed medical device design. Product developed in France and transitioned to Ireland for US sale.
- ◆ Developed new product concepts for products within my market segment. Next generation product definition, competitive analysis, financial analysis.

Business Management and Planning / Program Development / Engineering 1982- 1997

Computing Devices International, a Ceridian Company , now part of General Dynamics

Computing Devices International, develops specialized computer systems, information systems, and technologies.

Business Management Responsibilities 1992 - 1997: Develop a new market segment including initial market attractiveness study and establishment of customer contacts leading to business opportunities worldwide. Internal research and development planning for technology development. Budgets: programs, technical expense, departmental, trade shows. Teaming agreements and other inter-company alliances. Long range strategic planning and tactical planning. Order and revenue forecasting. Product acquisitions.

Program Management Responsibilities 1988 - 1992: Plan, direct, and control the allocation and use of all resources required to conduct a program successfully. Achieve technical performance objectives of the program on schedule and within budget, while maintaining a strong and continuing emphasis on producing reliable deliveries. Review trade-offs among system capability, cost, and schedule within the bounds of required performance, and deciding alternate courses of action to avoid/resolve problems. Evaluate status and forecasting effort to ensure that program progress is commensurate with contract/project objectives.

Engineering and Project Engineering Responsibilities 1982-1987: Hardware test and transfer of product testing from engineering to manufacturing. Design and development projects covering a variety of technologies, architectures, and program structures. Lead a team that developed the advanced technology base to be used for several projects. Design engineering lead for an avionics computer, which involved coordinating the activities of internal design engineers and our chip fabrication subcontractor, leading the design team in development of test chips, and leading the development of design for test concepts.

Representative Achievements:

- ◆ Developed annual market segment strategic plans and contributed to division level strategic planning. Led several product acquisitions.
 - ◆ Managed contracts during all phases including proposal, negotiation, development, environmental testing, and production.
 - ◆ Managed product developments with a budget of \$15 M. Customers were both domestic and international. Included completion of design, qualification testing, and transition of products to production.
 - ◆ Lead proposals for new business, interfaced externally with government labs and prime.
 - ◆ Defined I/O subsystem and architecture for several different platforms.
 - ◆ Designed, simulated, and documented a semiconductor product for a high volume production program
 - ◆ Wrote embedded code for instruction execution for a special computer.
 - ◆ Authored technical plans for internal research and development and represented my company on an international technical committee developing I/O standards.
-
- ◆ MBA St. Thomas University
 - ◆ BSEE North Dakota State University
 - ◆ Certified Project Management Professional (PMI certified but lapsed)
 - ◆ Continuing education: UC Berkeley Center for Executive Development, Drug Development Process, Mini Medical School, International Forum on Technology Management (Creating Business through Innovation), Medical Device Public Policy, International Business Law, Business Spanish, Strategic Management and Competitive Strategy, International Treasury, Mentium/Minnesota 100.
 - ◆ Patents: Clock Monitor for Use With VLSI Chips (4,860,288), Flexible VLSI On-chip Maintenance and Test System with Unit I/O Cell Design (4,912,709)